

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF Q	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
1224	5430080	DUANE READE	21	A	1	17.1	17.3	0.2					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							34,780	7,543	42,323	0.82	0.18
		RJR CARTON PURCHS:							49,620	10,650	60,270	0.82	0.18
		PROGRAM PAYMENT:										0.00	0.00
1224	152400	AMSTERDAM TOB. CO., INC.	10	A	7	Y 13.2	15.9	2.7					
		FULL % 0.17 SAVE % 0.10											
		CURRENT CARTON COUNTS:							80,333	2,564	82,897	0.96	0.04
		RJR CARTON PURCHS:							93,620	7,530	101,150	0.92	0.08
		PROGRAM PAYMENT:							\$\$\$13,656.61	\$\$\$\$\$256.40	\$\$\$13,913.01	0.98	0.02
1224	3968400	MANDEL TOBACCO CO. INC.	10	B	4	Y 23.7	25.1	1.4					
		FULL % 0.10 SAVE % 0.06											
		CURRENT CARTON COUNTS:							75,819	17,609	93,428	0.81	0.19
		RJR CARTON PURCHS:							74,690	16,770	91,460	0.81	0.19
		PROGRAM PAYMENT:							\$\$\$\$\$7,581.90	\$\$\$\$\$1,056.54	\$\$\$\$\$8,638.44	0.87	0.13
TOTALS FOR DIV 1224 ACCTS: 3													
		CURRENT CARTON COUNTS:							190,932	27,716	218,648	0.87	0.13
		RJR CARTON PURCHS:							217,930	34,950	252,880	0.86	0.14
		CURRENT PGM PAYMENT :							\$\$\$21,238.51	\$\$\$1,312.94	\$\$\$22,551.45	0.94	0.06
		PLAN COUNTS- PLAN A: 2 PLAN B: 1							NON-PARTIC.: 0		NOT CALLED: 0		
1225	658800	BOROUGH HALL-OXFORD TOB.CORP.	10	A	1	Y 11.7	11.6	-0.1					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							142,840	7,946	150,786	0.94	0.06
		RJR CARTON PURCHS:							146,500	9,720	156,220	0.93	0.07
		PROGRAM PAYMENT:							\$\$\$\$\$5,713.60	\$\$\$\$\$238.38	\$\$\$\$\$5,951.98	0.95	0.05
1225	4069200	JETRO CASH & CARRY	40	A	1	Y 10.2	7.6	-2.6					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							6,846	644	7,490	0.91	0.09
		RJR CARTON PURCHS:							7,020	780	7,800	0.90	0.10
		PROGRAM PAYMENT:							\$\$\$\$\$273.84	\$\$\$\$\$19.32	\$\$\$\$\$293.16	0.93	0.07
1225	6022800	SOUTH BEACH NOVELTIES & CONF.	10	A	1	Y 12.0	11.4	-0.6					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							31,416	7,347	38,763	0.81	0.19
		RJR CARTON PURCHS:							34,620	7,230	41,850	0.82	0.18
		PROGRAM PAYMENT:							\$\$\$\$\$1,256.64	\$\$\$\$\$220.41	\$\$\$\$\$1,477.05	0.85	0.15
1225	2271200	GLOBE WHOLESALE CO.	10	A	2	Y 10.6	10.8	0.2					
		FULL % 0.12 SAVE % 0.08											
		CURRENT CARTON COUNTS:							215,929	14,445	230,374	0.93	0.07
		RJR CARTON PURCHS:							229,290	16,680	245,970	0.93	0.07
		PROGRAM PAYMENT:							\$\$\$\$\$25,911.48	\$\$\$\$\$1,155.60	\$\$\$\$\$27,067.08	0.95	0.05
1225	657600	BORO PARK TOB. CO.	10	B	1	Y 15.7	15.4	-0.3					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							50,500	10,291	60,791	0.83	0.17
		RJR CARTON PURCHS:							56,280	12,360	68,640	0.81	0.19
		PROGRAM PAYMENT:										0.00	0.00

Focus 2 Fuel

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SALES LEVEL 12 NEW YORK METRO REGION06-16-95
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SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF Q	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
1225	5407100	RICHMOND WHOLESALE CO. INC.	10	B	1	Y	12.2	11.9	-0.3				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							30,303	5,229	35,532	0.85	0.15
		RJR CARTON PURCHS:							28,860	4,980	33,840	0.85	0.15
		PROGRAM PAYMENT:										0.00	0.00
1225	770400	MORRIS BROWN, INC.	10	N	1		0.0	0.0	0.0				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							51,750	3,090	54,840	0.94	0.06
		PROGRAM PAYMENT:										0.00	0.00
1225	3967200	A. E. MANCINI & CO.	10	N	1		0.0	0.0	0.0				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							2,787	120	2,907	0.95	0.05
		PROGRAM PAYMENT:										0.00	0.00
TOTALS FOR DIV	1225	ACCTS:	8										
		CURRENT CARTON COUNTS:							477,834	45,902	523,736	0.91	0.09
		RJR CARTON PURCHS:							557,107	54,960	612,067	0.91	0.09
		CURRENT PGM PAYMENT :							\$\$\$\$33,155.56	\$\$\$\$1,633.71	\$\$\$\$34,789.27	0.95	0.05
		PLAN COUNTS- PLAN A:	4						PLAN B: 2	NON-PARTIC.: 2	NOT CALLED:	0	
1226	733100	JOHN BRICKS, INC.	10	A	1	Y	18.7	15.1	-3.6				
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							39,705	5,264	44,969	0.88	0.12
		RJR CARTON PURCHS:							42,780	9,840	52,620	0.81	0.19
		PROGRAM PAYMENT:							\$\$\$\$1,588.20	\$\$\$\$\$157.92	\$\$\$\$\$1,746.12	0.90	0.10
1226	1766400	EISLER & COMPANY INCORPORATED	10	A	1	Y	14.8	14.3	-0.5				
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							46,144	7,118	53,262	0.86	0.14
		RJR CARTON PURCHS:							46,050	6,990	53,040	0.86	0.14
		PROGRAM PAYMENT:							\$\$\$\$\$1,845.76	\$\$\$\$\$213.54	\$\$\$\$\$2,059.30	0.89	0.11
1226	3344100	KING VENDING CO., INC.	10	A	1	Y	13.4	11.6	-1.8				
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							25,364	2,315	27,679	0.91	0.09
		RJR CARTON PURCHS:							40,220	7,800	48,020	0.83	0.17
		PROGRAM PAYMENT:							\$\$\$\$\$1,014.56	\$\$\$\$\$69.45	\$\$\$\$\$1,084.01	0.93	0.07
1226	5357310	NORTH JERSEY TOBACCO AND	10	A	1	Y	13.2	12.5	-0.7				
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							50,212	6,503	56,715	0.88	0.12
		RJR CARTON PURCHS:							55,410	8,040	63,450	0.87	0.13
		PROGRAM PAYMENT:							\$\$\$\$\$2,008.48	\$\$\$\$\$195.09	\$\$\$\$\$2,203.57	0.91	0.09
1226	4889100	PATERSON TOBACCO & CONF. CO.	10	A	2	Y	17.5	17.6	0.1				
		FULL % 0.12 SAVE % 0.08											
		CURRENT CARTON COUNTS:							99,684	26,981	126,665	0.78	0.22
		RJR CARTON PURCHS:							96,389	27,600	123,989	0.77	0.23
		PROGRAM PAYMENT:							\$\$\$\$\$11,962.08	\$\$\$\$\$2,158.48	\$\$\$\$\$14,120.56	0.84	0.16

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1226	1093100	CHRISTOM CORPORATION	10	A	8	Y	13.5	16.6	3.1				
		FULL % 0.18 SAVE % 0.11											
		CURRENT CARTON COUNTS:							20,832	8,526	29,358	0.70	0.30
		RJR CARTON PURCHS:							23,760	9,690	33,450	0.71	0.29
		PROGRAM PAYMENT:							\$\$\$\$\$3,749.76	\$\$\$\$\$937.86	\$\$\$\$\$4,687.62	0.79	0.21
1226	4816590	COSTCO WHOLESALE	80	B	1	Y	15.6	11.3	-4.3				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							1,620	600	2,220	0.72	0.28
		RJR CARTON PURCHS:							1,590	600	2,190	0.72	0.28
		PROGRAM PAYMENT:										0.00	0.00
1226	5958820	COSTCO WHOLESALE CLUB #315	80	B	1	Y	19.1	14.9	-4.2				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							1,620	252	1,872	0.86	0.14
		RJR CARTON PURCHS:							1,560	240	1,800	0.86	0.14
		PROGRAM PAYMENT:										0.00	0.00
1226	7920740	MORRIS COUNTY CDY & TOB INC	10	B	1	Y	18.0	15.6	-2.4				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							21,105	6,174	27,279	0.77	0.23
		RJR CARTON PURCHS:							21,780	5,880	27,660	0.78	0.22
		PROGRAM PAYMENT:										0.00	0.00
1226	6320460	PRICE CLUB #231	80	N	0		0.0	0.0	0.0				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							1,410	660	2,070	0.68	0.32
		PROGRAM PAYMENT:										0.00	0.00
1226	6662910	PRICE CLUB	80	N	0		0.0	0.0	0.0				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:										0.00	0.00
		PROGRAM PAYMENT:										0.00	0.00
1226	2183000	GENERAL TRADING COMPANY, INC.	40	N	1		0.0	0.0	0.0				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							7,590		7,590	1.00	0.00
		PROGRAM PAYMENT:										0.00	0.00
1226	3637200	PINE LESSER & SONS, INC.	10	N	1		0.0	0.0	0.0				
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							112,950	17,160	130,110	0.86	0.14
		PROGRAM PAYMENT:										0.00	0.00
TOTALS FOR DIV 1226 ACCTS: 13													
		CURRENT CARTON COUNTS:							306,286	63,733	370,019	0.82	0.18
		RJR CARTON PURCHS:							451,489	94,500	545,989	0.82	0.18
		CURRENT PGM PAYMENT :							\$\$\$\$\$22,168.84	\$\$\$\$\$3,732.34	\$\$\$\$\$25,901.18	0.85	0.15
	PLAN COUNTS- PLAN A:	6					PLAN B:	3	NON-PARTIC.:	4	NOT CALLED:	0	

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SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF Q	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
1229	5115310	JETRO CASH AND CARRY	40	A	1	Y 10.4	5.0	-5.4					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							4,171	378	4,549	0.91	0.09
		RJR CARTON PURCHS:							4,050	360	4,410	0.91	0.09
		PROGRAM PAYMENT:							\$\$\$\$\$166.84	\$\$\$\$\$11.34	\$\$\$\$\$178.18	0.93	0.07
1229	5221000	QUEENS TOBACCO & CDY.CO., INC.	10	A	1	Y 11.2	9.5	-1.7					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							43,532	1,922	45,454	0.95	0.05
		RJR CARTON PURCHS:							43,560	1,830	45,390	0.95	0.05
		PROGRAM PAYMENT:							\$\$\$\$\$1,741.28	\$\$\$\$\$57.66	\$\$\$\$\$1,798.94	0.96	0.04
1229	6174930	BONANZA TRADING CORPORATION	10	A	2	Y 11.7	11.7	0.0					
		FULL % 0.12 SAVE % 0.08											
		CURRENT CARTON COUNTS:							469,239	34,682	503,921	0.93	0.07
		RJR CARTON PURCHS:							476,380	33,030	509,410	0.93	0.07
		PROGRAM PAYMENT:							\$\$\$\$\$56,308.68	\$\$\$\$\$2,774.56	\$\$\$\$\$59,083.24	0.95	0.05
1229	3137600	JETRO CASH & CARRY	40	A	3	Y 9.2	10.2	1.0					
		FULL % 0.13 SAVE % 0.08											
		CURRENT CARTON COUNTS:							5,474	504	5,978	0.91	0.09
		RJR CARTON PURCHS:							5,970	480	6,450	0.92	0.08
		PROGRAM PAYMENT:							\$\$\$\$\$711.62	\$\$\$\$\$40.32	\$\$\$\$\$751.94	0.94	0.06
1229	6118150	TIGER TOBACCO AND FOOD	10	A	4	Y 11.2	12.6	1.4					
		FULL % 0.14 SAVE % 0.09											
		CURRENT CARTON COUNTS:							79,424	5,379	84,803	0.93	0.07
		RJR CARTON PURCHS:							102,960	19,230	122,190	0.84	0.16
		PROGRAM PAYMENT:							\$\$\$\$\$11,119.36	\$\$\$\$\$484.11	\$\$\$\$\$11,603.47	0.95	0.05
1229	3403500	KOGER CO., INC.	10	N	1	0.0	0.0	0.0					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							13,170	3,240	16,410	0.80	0.20
		PROGRAM PAYMENT:										0.00	0.00
1229	4058250	S/A CIGARETTE CO.	10	N	1	0.0	0.0	0.0					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							37,200	2,520	39,720	0.93	0.07
		PROGRAM PAYMENT:										0.00	0.00
1229	5589330	GUTLOVE & SHIRVINT, INC.	10	N	1	0.0	0.0	0.0					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							96,750	14,340	111,090	0.87	0.13
		PROGRAM PAYMENT:										0.00	0.00
229	5988250	SANDERS LANGSAM TOBACCO CO. INC	N	1	0.0	0.0	0.0	0.0					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:										0.00	0.00
		PROGRAM PAYMENT:										0.00	0.00
229	6243000	SUNRISE CANDY & TOBACCO CORP.	10	N	1	0.0	0.0	0.0					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							62,250	17,880	80,130	0.77	0.23
		PROGRAM PAYMENT:										0.00	0.00

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SALES ACCT LEVEL	CUSTOMER NAME	TR CLA	PLAN LVL	PERF Q SOM	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX

TOTALS FOR DIV 1229 ACCTS: 10												
		CURRENT CARTON COUNTS:		601,840		42,865		644,705		0.93 0.07		
		RJR CARTON PURCHS:		842,290		92,910		935,200		0.90 0.10		
		CURRENT PGM PAYMENT :		\$\$\$\$70,047.78		\$\$\$\$\$3,367.99		\$\$\$\$\$73,415.77		0.95 0.05		
PLAN COUNTS- PLAN A: 5 PLAN B: 0		NON-PARTIC.: 5		NOT CALLED: 0								
1230	831600 C. A. BURKE, INC.	10	A	1	Y 15.0	14.4	-0.6					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		80,428		11,335		91,763		0.87 0.13		
		RJR CARTON PURCHS:		82,557		12,480		95,037		0.86 0.14		
		PROGRAM PAYMENT:		\$\$\$\$\$3,217.12		\$\$\$\$\$\$\$340.05		\$\$\$\$\$3,557.17		0.90 0.10		
1230	1534800 PETER P. DENNIS, INC.	10	A	1	Y 20.1	18.2	-1.9					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		38,643		12,435		51,078		0.75 0.25		
		RJR CARTON PURCHS:		38,130		13,380		51,510		0.74 0.26		
		PROGRAM PAYMENT:		\$\$\$\$\$1,545.72		\$\$\$\$\$\$\$373.05		\$\$\$\$\$1,918.77		0.80 0.20		
1230	2137690 JETRO CASH & CARRY	40	A	1	Y 11.7	10.7	-1.0					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		12,672		272		12,944		0.97 0.03		
		RJR CARTON PURCHS:		14,760		300		15,060		0.98 0.02		
		PROGRAM PAYMENT:		\$\$\$\$\$\$\$506.88		\$\$\$\$\$\$\$8.16		\$\$\$\$\$\$\$515.04		0.98 0.02		
1230	2172810 PLAINFIELD TOB & CDY CO, INC	10	A	1	Y 15.8	15.4	-0.4					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		180,165		37,255		217,420		0.82 0.18		
		RJR CARTON PURCHS:		178,770		36,570		215,340		0.83 0.17		
		PROGRAM PAYMENT:		\$\$\$\$\$7,206.60		\$\$\$\$\$1,117.65		\$\$\$\$\$8,324.25		0.86 0.14		
1230	2270400 GLIKIN BROTHERS	10	A	1	Y 12.7	12.0	-0.7					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		70,593		6,362		76,955		0.91 0.09		
		RJR CARTON PURCHS:		71,460		8,430		79,890		0.89 0.11		
		PROGRAM PAYMENT:		\$\$\$\$\$2,823.72		\$\$\$\$\$\$\$190.86		\$\$\$\$\$3,014.58		0.93 0.07		
1230	3391200 EDMUND C. KLEINER, INC.	10	A	1	Y 12.7	11.7	-1.0					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		9,105		875		9,980		0.91 0.09		
		RJR CARTON PURCHS:		9,210		870		10,080		0.91 0.09		
		PROGRAM PAYMENT:		\$\$\$\$\$\$\$364.20		\$\$\$\$\$\$\$26.25		\$\$\$\$\$\$\$390.45		0.93 0.07		
1230	3473920 CONSOLIDATED SIMON DIST., INC.	10	A	1	Y 21.4	16.3	-5.1					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		114,948		36,204		151,152		0.76 0.24		
		RJR CARTON PURCHS:		117,000		40,500		157,500		0.74 0.26		
		PROGRAM PAYMENT:		\$\$\$\$\$4,597.92		\$\$\$\$\$1,086.12		\$\$\$\$\$5,684.04		0.80 0.20		
1230	4257690 WAKEFERN FOOD CORPORATION	41	A	1	Y 22.8	21.9	-0.9					
FULL % 0.04 SAVE % 0.03		CURRENT CARTON COUNTS:		259,689		73,039		332,728		0.78 0.22		
		RJR CARTON PURCHS:		258,900		72,510		331,410		0.78 0.22		
		PROGRAM PAYMENT:		\$\$\$\$\$10,387.56		\$\$\$\$\$2,191.17		\$\$\$\$\$12,578.73		0.82 0.18		

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13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF Q	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
1230	5368080	M. BERNSTEIN & SONS	10	A	1	Y 13.4	12.5	-0.9					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							113,412	10,521	123,933	0.91	0.09
		RJR CARTON PURCHS:							127,440	13,860	141,300	0.90	0.10
		PROGRAM PAYMENT:							\$\$\$\$4,536.48	\$\$\$\$\$315.63	\$\$\$\$\$4,852.11	0.93	0.07
1230	6523590	PLAINBRIDGE INC.	20	A	1	Y 18.5	17.8	-0.7					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							213,722	38,495	252,217	0.84	0.16
		RJR CARTON PURCHS:							215,010	38,610	253,620	0.84	0.16
		PROGRAM PAYMENT:							\$\$\$\$\$8,548.88	\$\$\$\$\$1,154.85	\$\$\$\$\$9,703.73	0.88	0.12
1230	6585000	UNITED CANDY & TOB. CO., INC.	10	A	1	Y 12.7	11.1	-1.6					
		FULL % 0.04 SAVE % 0.03											
		CURRENT CARTON COUNTS:							79,942	4,883	84,825	0.94	0.06
		RJR CARTON PURCHS:							96,340	8,490	104,830	0.91	0.09
		PROGRAM PAYMENT:							\$\$\$\$\$3,197.68	\$\$\$\$\$\$\$146.49	\$\$\$\$\$3,344.17	0.95	0.05
1230	4233600	MIDDLESEX TOBACCO &	10	A	2	Y 15.4	15.5	0.1					
		FULL % 0.12 SAVE % 0.08											
		CURRENT CARTON COUNTS:							170,250	41,458	211,708	0.80	0.20
		RJR CARTON PURCHS:							174,030	44,790	218,820	0.79	0.21
		PROGRAM PAYMENT:							\$\$\$\$\$20,430.00	\$\$\$\$\$3,316.64	\$\$\$\$\$23,746.64	0.86	0.14
1230	3798000	LUCE WHOLESALE TOB & CDY CORP.	10	A	3	Y 13.8	14.4	0.6					
		FULL % 0.13 SAVE % 0.08											
		CURRENT CARTON COUNTS:							43,034	1,551	44,585	0.96	0.04
		RJR CARTON PURCHS:							43,769	1,770	45,539	0.96	0.04
		PROGRAM PAYMENT:							\$\$\$\$\$5,594.42	\$\$\$\$\$\$\$124.08	\$\$\$\$\$5,718.50	0.97	0.03
1230	1933500	FERNANDEZ DISTRIBUTING, INC.	10	B	1	Y 14.2	11.9	-2.3					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							28,778	1,008	29,786	0.96	0.04
		RJR CARTON PURCHS:							31,320	960	32,280	0.97	0.03
		PROGRAM PAYMENT:										0.00	0.00
1230	3055200	IRVINGTON TOB. CO.	10	B	1	Y 13.3	12.7	-0.6					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							53,664	5,666	59,330	0.90	0.10
		RJR CARTON PURCHS:							53,100	5,520	58,620	0.90	0.10
		PROGRAM PAYMENT:										0.00	0.00
1230	6411800	THOMSON OKUN CO., INC.	10	B	1	Y 15.3	14.5	-0.8					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							30,496	2,963	33,459	0.91	0.09
		RJR CARTON PURCHS:							30,420	3,990	34,410	0.88	0.12
		PROGRAM PAYMENT:										0.00	0.00
1230	6541800	TWIN COUNTY GROCERS, INC.	41	B	1	Y 20.4	20.2	-0.2					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:							119,461	20,198	139,659	0.85	0.15
		RJR CARTON PURCHS:							128,670	22,800	151,470	0.84	0.16
		PROGRAM PAYMENT:										0.00	0.00
1230	6136800	STAR TOBACCO CO.	10	B	4	Y 12.4	13.6	1.2					
		FULL % 0.10 SAVE % 0.06											
		CURRENT CARTON COUNTS:							43,596	6,300	49,896	0.87	0.13
		RJR CARTON PURCHS:							41,520	6,000	47,520	0.87	0.13
		PROGRAM PAYMENT:							\$\$\$\$\$4,359.60	\$\$\$\$\$\$\$378.00	\$\$\$\$\$4,737.60	0.92	0.08

51850 7511

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 To April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF Q	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
230	6662930	PRICE CLUB FULL % 0.00 SAVE % 0.00	80	N	0	0.0	0.0	0.0				0.00	0.00
												0.00	0.00
												0.00	0.00
230	6662940	PRICE CLUB FULL % 0.00 SAVE % 0.00	80	N	0	0.0	0.0	0.0				0.00	0.00
												0.00	0.00
												0.00	0.00
230	458600	BELCO SALES CO., INC. FULL % 0.00 SAVE % 0.00	10	N	1	0.0	0.0	0.0				0.00	0.00
									3,900	720	4,620	0.84	0.16
												0.00	0.00
230	867000	CIC CORPORATION FULL % 0.00 SAVE % 0.00	30	N	1	0.0	0.0	0.0				0.00	0.00
									5,910		5,910	1.00	0.00
												0.00	0.00
230	1765200	B. EISLER COMPANY FULL % 0.00 SAVE % 0.00	10	N	1	0.0	0.0	0.0				0.00	0.00
									22,260	2,999	25,259	0.88	0.12
												0.00	0.00
230	3787800	LOVERDES TOB. & CDY. CO., INC. FULL % 0.00 SAVE % 0.00		N	1	0.0	0.0	0.0				0.00	0.00
												0.00	0.00
												0.00	0.00
230	3977700	MANNIES CIGARETTE SERV., INC. FULL % 0.00 SAVE % 0.00	30	N	1	0.0	0.0	0.0				0.00	0.00
									1,860		1,860	1.00	0.00
												0.00	0.00
230	4344000	A. MONTEVERDI, INC. FULL % 0.00 SAVE % 0.00	10	N	1	0.0	0.0	0.0				0.00	0.00
									51,690	6,750	58,440	0.88	0.12
												0.00	0.00
230	4615200	NEWARK TOB. & CDY. CO., INC. FULL % 0.00 SAVE % 0.00	10	N	1	0.0	0.0	0.0				0.00	0.00
												0.00	0.00
												0.00	0.00
230	5149000	PORTUGUESE UNITED GROCERS FULL % 0.00 SAVE % 0.00	40	N	1	0.0	0.0	0.0				0.00	0.00
									3,300		3,300	1.00	0.00
												0.00	0.00

51850 7512

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF Q	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
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1230	6485900	A. TRENK INC.	10	N	1	0.0	0.0	0.0					
		FULL % 0.00 SAVE % 0.00											
		CURRENT CARTON COUNTS:										0.00	0.00
		RJR CARTON PURCHS:							28,890	2,040	30,930	0.93	0.07
		PROGRAM PAYMENT:										0.00	0.00

TOTALS FOR DIV	1230	ACCTS:	29										
		CURRENT CARTON COUNTS:							1,662,598	310,820	1,973,418	0.84	0.16
		RJR CARTON PURCHS:							1,830,216	344,339	2,174,555	0.84	0.16
		CURRENT PGM PAYMENT :							\$\$\$77,316.78	\$\$\$10,769.00	\$\$\$88,085.78	0.87	0.13
	PLAN COUNTS- PLAN A:	13	PLAN B:	5					NON-PARTIC.:	11	NOT CALLED:	0	

TOTALS FOR REGN	12	ACCTS:	63										
		CURRENT CARTON COUNTS:							3,239,490	491,036	3,730,526	0.86	0.14
		RJR CARTON PURCHS:							3,899,032	621,659	4,520,691	0.86	0.14
		CURRENT PGM PAYMENT :							\$\$\$223,927.47	\$\$\$20,815.98	\$\$\$244,743.45	0.91	0.09
	PLAN COUNTS- PLAN A:	30	PLAN B:	11					NON-PARTIC.:	22	NOT CALLED:	0	

B. K. Star

[Handwritten signature/initials]

51850 7513

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November,1994 TO April,1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

SALES LEVEL	ACCT	CUSTOMER NAME	TR CLA	PLAN LVL	PERF SOM	Q SOM	BEG SOM	END SOM	+	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
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TOTALS FOR FINAL

ACCTS: 63

CURRENT CARTON COUNTS:

3,239,490 491,036 3,730,526 0.86 0.14

RJR CARTON PURCHS:

3,899,032 621,659 4,520,691 0.86 0.14

CURRENT PGM PAYMENT :

\$\$\$223,927.47 \$\$\$20,815.98 \$\$\$244,743.45 0.91 0.09

PLAN COUNTS- PLAN A: 30

PLAN B: 11

NON-PARTIC.: 22

NOT CALLED: 0

----- Processing Report -----
NUMBER OF ACCOUNTS FOUND FOR THIS SALES LEVEL..... 63
NUMBER OF ACCOUNTS OFF-LISTED BEFORE PERIOD START.
(These accounts were not listed.)..... 0
NUMBER OF ACCOUNTS OFF-LISTED AFTER 05-02-94.
(These accounts were listed.)..... 2
NUMBER OF ACCOUNTS NOT OFF-LISTED.
(These accounts were listed.)..... 61

51850 7514

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

BREAK	VALUE	TOTAL ACCTS	PLAN A	PLAN B	NON- PART.	NOT CALLED	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX	
IV	1224	3	2	1	0	0						
							CURRENT CARTON COUNTS:	190,932	27,716	218,648	0.87	0.13
							RJR CARTON PURCHS:	217,930	34,950	252,880	0.86	0.14
							PROGRAM PAYMENT:	\$\$\$21,238.51	\$\$\$51,312.94	\$\$\$22,551.45	0.94	0.06
			PLAN COUNTS-	PLAN A:	2		PLAN B:	1	NON-PARTIC.:	0	NOT CALLED:	0
IV	1225	8	4	2	2	0						
							CURRENT CARTON COUNTS:	477,834	45,902	523,736	0.91	0.09
							RJR CARTON PURCHS:	557,107	54,960	612,067	0.91	0.09
							PROGRAM PAYMENT:	\$\$\$33,155.56	\$\$\$51,633.71	\$\$\$34,789.27	0.95	0.05
			PLAN COUNTS-	PLAN A:	4		PLAN B:	2	NON-PARTIC.:	2	NOT CALLED:	0
IV	1226	13	6	3	4	0						
							CURRENT CARTON COUNTS:	306,286	63,733	370,019	0.82	0.18
							RJR CARTON PURCHS:	451,489	94,500	545,989	0.82	0.18
							PROGRAM PAYMENT:	\$\$\$22,168.84	\$\$\$53,732.34	\$\$\$25,901.18	0.85	0.15
			PLAN COUNTS-	PLAN A:	6		PLAN B:	3	NON-PARTIC.:	4	NOT CALLED:	0
IV	1229	10	5	0	5	0						
							CURRENT CARTON COUNTS:	601,840	42,865	644,705	0.93	0.07
							RJR CARTON PURCHS:	842,290	92,910	935,200	0.90	0.10
							PROGRAM PAYMENT:	\$\$\$70,047.78	\$\$\$53,367.99	\$\$\$73,415.77	0.95	0.05
			PLAN COUNTS-	PLAN A:	5		PLAN B:	0	NON-PARTIC.:	5	NOT CALLED:	0
IV	1230	29	13	5	11	0						
							CURRENT CARTON COUNTS:	1,662,598	310,820	1,973,418	0.84	0.16
							RJR CARTON PURCHS:	1,830,216	344,339	2,174,555	0.84	0.16
							PROGRAM PAYMENT:	\$\$\$77,316.78	\$\$\$10,769.00	\$\$\$88,085.78	0.87	0.13
			PLAN COUNTS-	PLAN A:	13		PLAN B:	5	NON-PARTIC.:	11	NOT CALLED:	0
EGN	12	63	30	11	22	0						
							CURRENT CARTON COUNTS:	3,239,490	491,036	3,730,526	0.86	0.14
							RJR CARTON PURCHS:	3,899,032	621,659	4,520,691	0.86	0.14
							PROGRAM PAYMENT:	\$\$\$223,927.47	\$\$\$20,815.98	\$\$\$244,743.45	0.91	0.09
			PLAN COUNTS-	PLAN A:	30		PLAN B:	11	NON-PARTIC.:	22	NOT CALLED:	0

51850 7515

DIRECT ACCOUNT REPORTING - FOCUS 2
PERFORMANCE/PAYMENT REPORT
PROGRAM-PERIOD : November, 1994 TO April, 1995
SALES LEVEL 12 NEW YORK METRO REGION

06-16-95
13:43

BREAK	VALUE	TOTAL ACCTS	PLAN A	PLAN B	NON- PART.	NOT CALLED	FULL PR.	SAVINGS	TOTAL	FP MIX	SV MIX
FINAL		63	30	11	22	0					
	CURRENT CARTON COUNTS:						3,239,490	491,036	3,730,526	0.86	0.14
	RJR CARTON PURCHS:						3,899,032	621,659	4,520,691	0.86	0.14
	PROGRAM PAYMENT:						\$\$\$223,927.47	\$\$\$20,815.98	\$\$\$244,743.45	0.91	0.09
	PLAN COUNTS- PLAN A:		30				PLAN B: 11	NON-PARTIC.: 22		NOT CALLED:	0

51850 7516